## DEMONSTRATORS:

he saved within the past two venrs in buying fertilizers in this way ore than paid for the whole expense of crimson clover and cowpea crops plowed under to improve his land each

The introduction of alfalfa into many districts through the agent's familiar-ity with the soll, knowledge of inoculation, right season to sow and proper preparation for its culture, has added a most valuable crop to sections where it was thought it could not be grown. This is one of T. O. Sandy's favorite introductions.

Introduction also of new varieties of corn and other cereals into sections where old varieties are run out is pop-ular. Many agents have been instru-mental in having brought into their countles improved stock—horses, cat-tle, sheep, hogs and poultry. They have also advocated better implements and machinery; silos; better seed, and new varieties of fruit trees and vines. The demonstration agent suggests to the farmer more careful and business-like method" of housing and feeding all animals; careful weighing and by some one, all according to demon-

would like to talk with his father first.

The father said that no greater misfortune and disappointment could beareness know so much?"

mise with the boy to the season on the farm on condition that if at the end of the season he had failed to make \$85 clear of every expense on his one acre he would be allowed to go in peace and a flock money of the season he had failed to make \$85 clear of every expense on his one acre he would be allowed to go in peace and a flock money in the father, and they schemed long into one night as to what the agent and the father, and they schemed long into one night as to what the agent should advise the boy to use on his crop to make it raise a heavy yield and still be strictly within the rules of an their power.

INDUCCOF NOWLAN

In this State we have the hind them. In these state Department of Agriculture, at limitation them. In this State we have the hind them. In this State we have the winding up, and sales are expected with this of the hospitals in the city to be operated on for appendicitis. When well enough to be seen he remarked to the agent, who visited him in the hospital, "I guess my corn will be full of weeds. and I'll be coming again to the city in the fall." But the agent observed that his tone for returning to town was not so enger as before.

Fortunately, the club rules make al lowance for just such emergencies, and

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Electricity

**Modern Methods** 

No dirt or injury to walls. We

work. W. B. Catlett

are specialists in this class of

Electric Co.

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### RICHMOND LEADS TOBACCO SALES IN IN MANY LINES

We lead in our line. Leaders in every line, line up for Creery

If you are inclined to be dressy, fall in line and Right

Get in the front rank of fashion. Shake off the haberdasher habit, and have your Shirts, Underwear and Pajamas made to your measure from exclusive shirtings by the

CREERY SHIRT CO., Inc. 713 East Main.

found his corn had been well tended

a certain field he cannot expect even fair crops. He soes over the field with the farmer, sticks some lines of stakes, incasures the distances, figures a little, then tells him how much the work should cost; the size of tile needed and the price. Or, he mey suggest employing the ditching machine that may be in the neighborhood. This works by the rod and finishes a drain ready for tile quicker and better than thirty men. If the farmer does not do this the agent reminds him again in the fall that he has lost enough in that last crop of coon to have drained the field thoroughly.

Hog raising by feeding on a rotation of growing crops in fields or lots divided by fences, with water convenient, is a very important and a comparatively new proposition in the State. Hogs in large numbers have been raised and fattened ready for the market by this plan, through T. O. Sandy's or the local agent's advice. Gains of two and opensity have been reported, and hogs have been shipped direct from the fields without hadditional "finishing," and have sold it highest market rates.

One of the most successful transactions in this connection was told the or one in this connection was told the were ever held before, has done more than any other factor to bring back.

ar highest market rates.

One of the most successful transactions in this connection was told the writer by a prominent farmer. For one shipment of 313 hogs to Richmond he received a cheek for \$6.012.

It would be interesting to tell of the work of boys of the corn clubs in the State and the growth of this department under the agents. We can marely mention the fact that their average of a county.

As an annual meeting place for the demonstration agent, in counties where none were ever held before, has done more the season to date 1.32.74 pounds. Sales of dark tolacce during the week, 25.58 pounds at the following price; Lugs than any other medium. Prom an inspection of the live stock, grain, fruit and vegetables, at any of these fairs, a stranger can very fairly judge of the resources of a county.

South Boston Market.

South Boston Was to the south Boston market for the mostly of the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.58 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.58 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.58 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.58 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.58 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.58 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.59 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.59 pounds at the following price; Lugs the season to date 1.32.74 pounds. Sales of dark tolacce of uring the week, 25.14 pounds. Sales of dark tolacce of uring the season to date 1.32.74 poun

bushels and ever per acre, at cost of 24 2-5 cents.

The following story of a boy in one of the northern counties of the State may be worth telling as an illustration of what this particular branch of the demonstration work stands for:

The county agent had asked this boy to join his boys' club for one year, as he was nearing eighteen—the age limit. He replied that he did not intend to stay upon the farm, but wanted a joh on one of the electric cars that run from the big city to within twelve miles of his home. The agent told him that if he really wished such a position that he could secure it for him, but would like to talk with his father first.

whatever that the agent will not in- the next few weeks.

The father said that no greater missortune and disappointment could befortune and disappointment could before all him than Jimie's leaving the farm. "Because," he said, "they never come back. He is my only boy, and if he leaves the place I will have no interest nor pleasure in carrying on my schemes of improvement on the farm or the home. If you can induce my son to stay with me I will be forever grateful."

The agent finally made a compromise with the boy to the effect that he would stay for one season on the farm or condition that if at the end of the season he had failed to make \$85 clear of every expense on his one acre he would be allowed to go in peace and a job secured him. How this was to be done was doubtful to both the agent time the very reason of the very reason of the very reason of the very reason of having demonstrated their varied knowledge and experience. Nearly all are excessful farmers at home. All have had so the condition. There is a bit more and so the select training at some agricultural reductions and talk with the farmers they gain a great fund of additional knowledge of local conditions. At all times, too, they have the Department of Agriculture at Washington, with its corps of trained experts, behind them. In this State we have the State Department of Agriculture, at Richmond; the Virginia Polytechnic Institute, and the experimental stations throughout the State. All these to do the state that seed about 13,000,000 pounds to some one may say: "How do these agents know so much of the very reason of th

ALBERTA ON THE MAP.

The Good Town "at the Crossing" Is Being Talked About Generally.

Alberta, Va., February 28.—The new town "at the crossing" is beginning to put on some sirs, it is true that the snewstorms and the much bad weather have had a kind of setback effect, but all the same Alberta is moving along. The development company has had more than fifty responses to the anouncements made in the Industrial Section that Alberta is on the map, and negotiations are now on looking to the establishment here of several industries that will give the town a real boom.

The new hotel has been completed and is now in full blast. The drummers and other travelers who have been stopping there say it is a real home for them.

The business of the new bank grows as the days go by, and the woodworking establishment that is being conducted here by Pittsburgh capital has all the work it can handle.

The agents of both the Seaponed At Line.

handle.

The agents of both the Seaboard Air Line
Railway and the Virginian Railway report
increased and constantly increasing business
of thoir lines.

# **VARIOUS MARKETS**

Weather Conditions Unfavorable, and Sales on All Markets Were Rather Light.

No business in the world is more de-pendent upon weather conditions than that of the leaf tobacco business. Cold weather, or too much snow or too much rain or too much warm weather all have their ulterial effect on the leaf tobacco business, and the dealers in the raw leaf have to keep constantly on the lookout for chances to sall amidst the clouds.

All over the tobacco sections of Virginia and North Carolina for the past week, and for the past several weeks, as for that matter, the bad, cold weath er has held the belt, and the dealers have simply had to wait and see.

The snowstorms in the territory sur-rounding Richmond have kept the farmers indoors, and none of them have had a chance to strip and prepare the weed for the markets, and the result is that the sales of the suncured leaf small shipments that came by rail, and some of them came several weeks ago and have been on storage awaiting

all animals; careful weighing and measuring of feed, and the adoption of a balanced ration for dairy cows, with a record sheet for the amount of feed consumed, per cent of butter fats and quantity of milk produced daily. He also recommends better care of farm implements.

Drainage of Land.

The agricultural efficiency expert tells the farmer that unless he drain a certain field he cannot expect even fair crops. He goes over the field with the farmer, sticks some lines of stakes, seed near home, at \$1.25 a bushel. The cannot expect even seed near home, at \$1.25 a bushel. The contains and mave been on storage awaiting a good sales day.

He cause of these conditions the offerings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales of these conditions the offerings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales on the warehouse floors feetings last week were small, the auction sales of these conditions and nave been on storage awaiting a good sales day.

Hecause of these conditions the offerings last week were small, the auction sales on the warehouse floors feet week week were small, the auction sales on the sales of these conditions and nave been on storage awaiting and boat last of the sales of these of these week week week stall the auction sales on the sales of these of these week week week stall the auction sale

the work of boys of the corn cluss in the State and the growth of this department under the agents. We can merely mention the fact that their average was 68 1-2 bushels per acre for all, at average cost of 36 1-2 cents per bushel. The best yield was over 154 bushels to the acre, at cost of 24 cents. More than seventy boys raised 100 bushels and ever per acre, 21 cost of 24 cents.

More than seventy boys raised 100 bushels and ever per acre, 21 cost of 24 cents. With comparative flaures and also total sales for February, 1914, 2,761,875 pounds, average, 818-21 total, \$442,6519.

Now they we were for the for twelve months, this holiday has a wholesome and beneficial effect.

To interest the young and to bring the schools into co-operation, exhibits from schools throughout the county, with substantial prizes for the best distance of a boy in one with comparative flaures and also total with comparative flaures and also total sales for February, 1914, 2,761,875 pounds. Sales for February, 1913, 2,316,275 pounds. Average, \$18.92, total, \$142,6519.

Now they we were serviced the county, who may not have seen each other for twelve months, this holiday has a wholesome and beneficial effect.

To interest the young and to bring the schools into co-operation, exhibits from schools throughout the county, with substantial prizes for the best distance of a county.

Sales for February, 1914, 2,761,875 pounds, average, \$18.92, total, \$142,6519.

Now there are defected to date follow:
Sales for February, 1914, 2,761,875 pounds, average, \$18.92, total, \$142,6519.

Now the county with comparative flaures and also total with comparative flaures and also total with comparative flaures and service for the for twelve months, this holiday has a wholesome and beneficial effect.

To interest the young and to bring the schools into co-operation, exhibits from schools into co-op

HOUSE OF NOWLAN

HAS UNIQUE RECORD

(Continued From First Page.)

Sively in solid fine gold jewelry, and this house has enjoyed through all these years the unique distinction of never having offered for sale filled or plated jewelry, which has added greatly develved to their prestige as one of the leading jewelry, which has added greatly gelected president and general manager of the company, to succeed the late Robert E. Macomber, has had charge of the company, to succeed the late Robert E. Macomber, has had charge of the funcial affairs of the company for the past twenty years, and having thus aided most materially in the development of the business, his long and varied experience is a guarantee that the same high standard of efficiency and quality of goods will be maintained by him for the future conduct of the business, and patrons of this store may be assured that their every want in this line will receive careful, prompt and polite attention.

ALBERTA ON THE MAP.

Bend for free Hand Book on Patents, Trade Marks, cte. Patenta procured through Munn & C free notice in the Scientific American. MUNN & CO., 623 F St., Washington, D. C. PROMPT, SKILLFUL SERVICE. WRITE US.

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### VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

BY FRANK S. WOODSON. Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

A Hint From Norfolk. Norfolk has a sure enough Chamber more large cities. on the control of the the best towns on the Atlantic Coast. The officers of the chamber have de-termined to issue a periodical bulletin, in which the people are to be informed of the good work that the chamber is doing and attempting to do. In the first issue of this bulletin I notice a special invitation, even a plea, to each individual member of the chamber to give the executive officers the benefit that pertain to the upbuilding of Greater Norfolk.

The writer of this invitation says: "We mention this because there is considerable element in Norfolk that Easy to Make Good Highways. could supply the officers of the cham-ber with valuable suggestions for mak-ing its work useful, and could materially benefit the city in which they live by offering their services when needed

ganization and paid a year's dues they are at the end of their row. Every member of a trade organization is or ought to be bound to help out and be active in a general and ever-persistent way. That Norfelk appeal applies to every town, great or small, that has a Chamber of Commerce or a Business Men's Association or Board of Trade.

More About Dog Laws.

I have not less than a dozen letters on my desk about the Lewis "dog law."
They have reference to the bill that

Representative Lewis has introduced somehody.

In the House providing for the protection of sheep and other good property that worthless dogs are in the habit of destroying in this old Commonwealth.

I have already printed enough of these terer handles soft mortar. Then the tere handles soft mortar. Then the tere handles soft mortar then the tere handles soft mortar. I have already printed enough of these terer handles soft mortar. Then the letters to show that the people have wet surface is united and plastered at last become aroused and really want down. It is all important to do this a dog law passed, a law that will be before it gets dry, and it will get dry some protection to the people who want in a few hours if kept scraped.

hollow of their hands all this week.

## GOOD ROADS TALK:

The Thing Is to Keep

"Some of the best work the chamber has done in its short history has been as a result of suggestions from members who offered them for what they were worth."

iessens have been learned concerning the maintenance of the excellent soil roads of Virginia being constructed by State aid in many counties of the Now that sounds something like, and State. In Amelia, where the soil is there are many strong hints in the red, the first lesson is "Don't build the when they have joined a trade or-ganization and paid a year's dues they are at the end of their row. Every hauled on them from the unimproved

reference to the bill that put the road a little further away

we have already printies remark for levels to the three with a level of the properties of the properti

HENRY S. HUTZLER & CO. BANKERS **SOLICIT YOUR PATRONAGE** IN ALL LINES OF GENERAL BANKING INTEREST ALLOWED SAVINGS ACCOUNTS.

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